



Municipalities building a
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AGENDA
Joint Committee on Plan Structure and Design
April 2, 2015 - 1:30 P.M.
Rice Conference Room, Tompkins County Health Department

55 Brown Road, Ithaca, New York

1. Welcome
2. Chair's Report (1:30) Scott Weatherby
3. Approval of February 5, 2015 Minutes (1:35)
4. Report from Board of Directors Chair (1:40) Judy Drake
5. Executive Director Report (1:45) Don Barber
 - a. Update from Audit and Finance Committee on Bronze Plan
 - b. Update on MCA Review Subcommittee - Non-unionized participation
 - c. Acceptance of Town of Willet - 3rd Labor representative on Board of Directors
 - d. Worksite Wellness Coalition
6. Presentation of Utilization Report by ProAct (1:55) Ashley Masucci
7. Report on Outreach Efforts to Membership (2:20) Jim Bower
Scott Weatherby
8. Next Meeting Agenda (2:25)
 - a. Presentation of Utilization Report by Excellus
 - b. Presentation by OYOH committee
9. Adjournment (2:45)

Next Meeting: May 7, 2015



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MINUTES

**Greater Tompkins County Municipal Health Insurance Consortium
Joint Committee on Plan Structure and Design
February 5, 2015 – 1:30 p.m.
Rice Conference Room, Health Department**

draft

Present:

Municipal Representatives: 8 members

Laura Shawley, Town of Danby; Herb Masser, Ann Rider, Town of Enfield; Schelley Michell Nunn, City of Ithaca; Booke Jobin, Tompkins County; Carissa Parlato, Town of Ulysses; Jen Case, Town of Dryden (arrived at 1:40 p.m.); Michael Murphy, Village of Dryden; Judy Drake, Town of Ithaca and Board of Directors Chair

Municipal Representative via Proxy: 5

Mack Cook, City of Cortland (Proxy – Judy Drake); Ruth Hopkins, Town of Lansing (Proxy – Laura Shawley); Betty Conger, Village of Groton (Proxy – Laura Shawley); Joan Mangione, Village of Cayuga Heights (Proxy – Laura Shawley); Cindy Whittaker, Town of Caroline (Proxy – Laura Shawley)

Union Representatives: 5 members

Scott Weatherby, TC3 Staff Unit; Tim Logue, City of Ithaca Executive Unit; Phil VanWormer, City of Ithaca Admin. Unit; Pat Masters, Tompkins County Sheriff's Office; Derek Reynolds, City of Cortland Firefighters

Union Representatives via Proxy: 6 members

James Bower, IUOE Local 158, District 832 Bolton Point (Proxy – Scott Weatherby); Jerry Wright, Village of Cayuga Heights Police (Proxy – Scott Weatherby); Wilma VanDee, City of Cortland SEIU (Proxy – Derek Reynolds); Tim Farrell of Ithaca DPW (Proxy – Scott Weatherby); Olivia Hersey, TC3 Professional Admin. Assoc. Unit (Proxy – Scott Weatherby); Tim Arnold - Town of Dryden Teamsters (Proxy – Jennifer Case); Bradley Berggren – Town of Danby Highway (Proxy – Scott Weatherby)

Others in attendance:

Don Barber, Executive Director; Judy Taber, Locey & Cahill; Beth Miller, Excellus; Sharon Dovi, Tompkins Cortland Community College Human Resources

Call to Order

Mr. Weatherby, Chair, called the meeting to order at 1:36 p.m.

Approval of Minutes of August 7, September 4, November 6, December 4, and January 8, 2015

It was MOVED by Mr. Weatherby, seconded by Ms. Drake, and unanimously adopted by voice vote by members present, to approve the minutes of August 7, September 4, November 6, December 4, 2014, and January 8, 2015 as presented. MINUTES APPROVED.

Chair's Report

Mr. Weatherby had no report.

Report from the Chair of the Board of Directors

Ms. Drake reported the Board met on January 22nd and extended the amnesty period for the Recertification process from January 31, 2015 to February 28, 2015. There was also a good discussion during Mr. Weatherby's report about this Committee and the need to have members attend meetings. She thinks there was a lot of good support from management in having members attend and is pleased to see there be quorum at today's meeting.

Executive Director Report

Mr. Barber thanked Mr. Weatherby and Jim Bower for the extra effort they put into getting a quorum at today's meeting. As Ms. Drake reported the Recertification process is moving forward; there are seven municipalities that have completed the work and others are in process.

Ms. Case arrived at this time.

Mr. Barber said the Municipal Cooperative Agreement requires the Agreement to be reviewed every five years and that process has begun. An educational retreat is also being planned for late May or early June that will focus on the White Paper prepared by Steve Locey and will be expanded to try to bring the Board and members of this Committee up to speed on benefit design. He distributed copies of the Orientation Manual and briefly reviewed the contents and information that is available on the Consortium's website.

Ms. Jobin asked if information could be put together on what medical and prescription drug plans the various municipalities in the Consortium offer in a format that is easy to understand. Mr. Barber said this can be given thought and consideration. She asked how to shepherd someone through the appeals process. Mr. Barber said the process is outlined on the Consortium's website. The appeals process begins with Excellus, if it goes beyond that it goes to an objective third party and there are certain things the Consortium's Appeals Committee can review but cannot review certain medical things because that is not within their field of expertise. In the four years of the Consortium's existence there have been no appeals that have made it to the Appeals Committee but some have made it to the second round.

Ms. Dovi asked that the TC3 Medical and Prescription plan information was omitted from the Manual and asked that it be added.

Report on Outreach Efforts to Membership

Mr. Weatherby said he would like to meet with Mr. Bower and Mr. Perine to review the Committee membership and try to update contact information. He will report back at the next meeting.

Review of Bronze Benefit Plan

Ms. Taber said at the last meeting the Committee began to review the Bronze Plan which is one of the four metal level plans in the Affordable Care Act. The Bronze Plan has the lowest actuarial value of 60% with a variance of 2%. At the last meeting questions came up about what things can impact or change the Plan in terms of benefit to keep the value at the same level but offer the same benefit. She distributed a document showing four standard bronze plan options, three of which were Excellus Bronze plans.

Ms. Miller said Excellus has looked at the actuarial value of the Bronze Plan on the Exchange and said what is sold on the Exchange cannot be sold on the open market. Excellus had to look at what plans could mimic the Bronze Plans that exist on the Exchange. The Consortium was able to bring on the Village of Homer with the Platinum Plan because it was already at a metal level plan. An issue facing all of the groups is the requirement that healthcare cannot cost more than 9.5% out of a member's pocket for annual health care costs and the Bronze Plan helps employers meet that obligation. She said it is very important that the Consortium has this plan under its menu of offerings to make sure it is compliant if there is someone who meets that category. Even if no member takes this plan by the employer offering the plan it shows the Consortium is meeting the ACA requirements. Mr. Murphy asked what the penalty would be if an employer did not meet this requirement; Ms. Miller said it could be \$2,000-\$3,000 per person depending on the number of people in the jeopardy category.

Ms. Jobin said there has been a lot of speculation that when there has been discussion about offering the different metal level plans because of the Affordable Care Act that municipalities are going to force their membership into a particular plan and that is not the intention. As part of the Affordable Care Act the Consortium needs to have some of these plans in place to be able to offer plans to employees in the future that fall within a certain salary bracket.

Mr. VanWormer asked when the fines will begin. Mr. Masser said this summer the Supreme Court will consider the question of whether the federal government can force entities to buy insurance.

Mr. Logue said there is a penalty to employers if they don't offer a plan that is cheap enough for people's salary; the benefit to the employee is that if they are willing to pay less in premiums and get less in benefits there will be more in their paycheck. Ms. Rider noted that the employer must first chose to offer the plan as an option.

Mr. Barber said the Consortium is just like an insurance company such as Excellus or Etna; it provides plans that are available and employers have to select a plan to offer to its employees.

Ms. Taber said at the last meeting there was discussion about the actuarial value but it was stated that there are some available options in the menu of plan benefits that can be amended that would allow the value to be the same. To provide examples of that they compared it with three Bronze Plans currently offered in the community that are rated by

Excellus. Ms. Taber noted that preventative services are covered in full for any of the plans. The out of pocket maximum for an individual is \$6,350 and \$12,700 for family. She reviewed a document that was developed to show user inputs for plan parameters that is used in the actuarial value calculator.

Mr. Barber said the purpose of this exercise is to show that with small changes in deductible, copay, or co-insurance (which are the only things this Committee could change) that the actuarial value can be affected. There is another process that is used to develop the premium equivalent rates. Mr. Barber said the Bronze Plan being recommended for the Consortium is very close to what Excellus has for a self-insured program but if there was a desire to change one of the levers the Consortium has the ability to change it and this exercise is to help demonstrate how that would happen.

It was MOVED by Mr. Logue, seconded by Ms. Drake, and unanimously adopted by voice vote by members present, to forward the proposed Bronze Plan to the Audit and Finance Committee for review with the understanding it will come back to this Committee for a final review before being presented to the Board of Directors for approval. MOTION CARRIED.

Election of Chair and Vice Chair

It was MOVED by Mr. Murphy, seconded by Ms. Rider, and unanimously adopted by voice vote by members present with no other nominations, to appoint Scott Weatherby as Chair for 2015. MOTION CARRIED.

It was MOVED by Mr. Weatherby, seconded by Ms. Drake, and unanimously adopted by voice vote by members present with no other nominations, to appoint Laura Shawley as Vice Chair for 2015. MOTION CARRIED.

Appointment of 2ND Labor Representative to the Board of Directors

Mr. Barber said the Municipal Cooperative Agreement allows for the second labor representative to serve on the Board of Directors. There is no process for making that appointment, the only rule is that management cannot vote on that. The current representative is Mr. Perine. Mr. Barber said Mr. Perine has not regularly attended the Board of Directors meetings and suggested someone follow-up with him to see if he wished to continue in the position.

It was MOVED by Mr. Reynolds, seconded Mr. Weatherby, and unanimously adopted by voice vote by members present, to appoint Phil VanWormer as the 2nd labor representative to the Board of Directors. There is no process for selecting an alternate; Mr. Weatherby said he will report to the Administrative Clerk who the alternate will be.

Non-Organized Labor Representation

Mr. Barber said Section K of the Municipal Cooperative Agreement says that Joint Committee shall consist of a representative of each collective bargaining unit that is the exclusive bargaining representative of any employee or group of employees enrolled in the Plan. If the Committee would like the Board to consider expanding that to a non-bargaining unit it could be considered by the MCA Review Committee that has been established.

It was MOVED by Mr. Reynolds to include non-unionized employees on the MCA Review Committee's agenda. There was a brief discussion of how this may impact attendance and quorum. MOTION FAILED DUE TO LACK OF A SECOND.

It was the consensus to share information about the Committee and invite non-unionized employees to the meeting

New Business

There was no new business.

Old Business

There was no old business.

Next Meeting Agenda

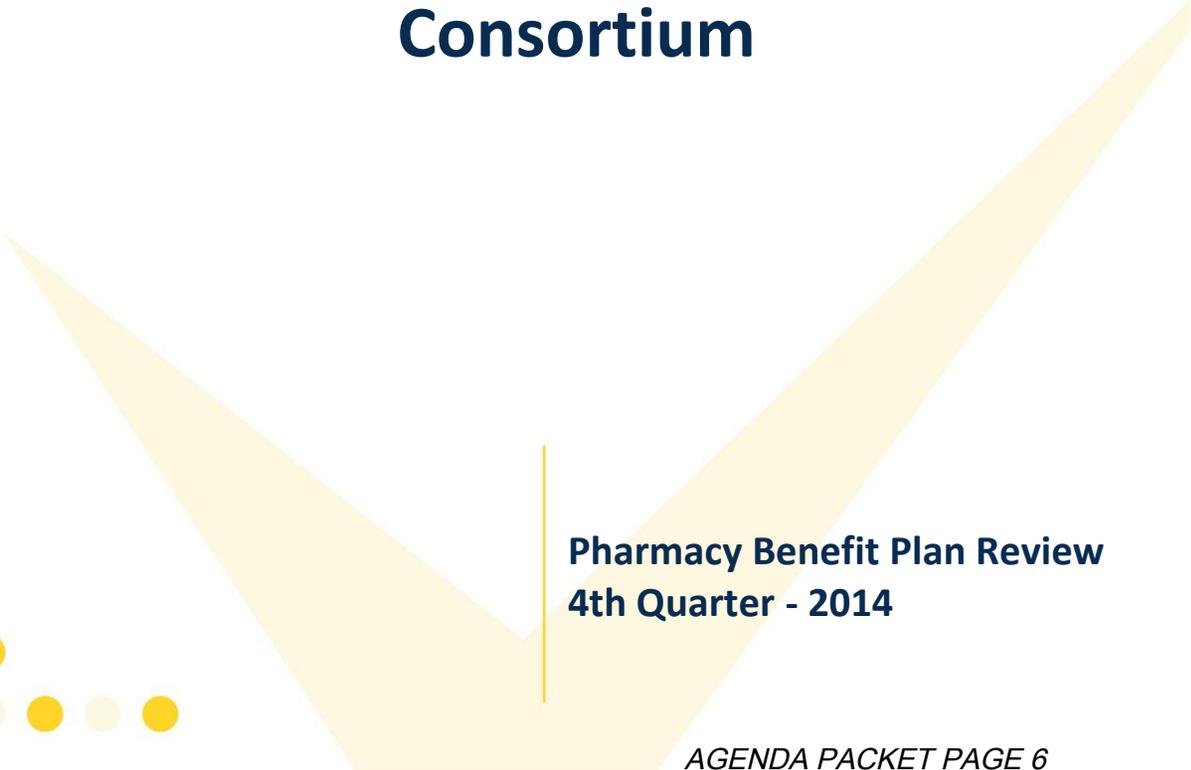
The Committee agreed to not meet in March.

Adjournment

The meeting adjourned at 3:08 p.m.

Respectfully submitted by Michelle Pottorff, Administrative Clerk

Greater Tompkins County Municipal Health Insurance Consortium



Pharmacy Benefit Plan Review
4th Quarter - 2014



INTRODUCTION

Today's client review will include the following:

- Review client performance for the current period
- Analysis of client performance
- Identify potential savings opportunities
- Make recommendations for improving future performance

ProAct Contacts:

- Ashley Masucci
 - Account Manager
- Ron Romano
 - Clinical Program Manager
- David Schryver
 - Vice President of Client Relations

Phone: (315) 413-7780 ext. 3224

E-Mail: AshleyMasucci@proactrx.com

Phone: (315) 287-3652 ext.3631

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Helpdesk (eligibility and support)

ProAct general support:

ProAct eligibility support:

<http://www.proactrx.com>

<http://www.proactpharmacyservices.com>



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Our focus is you...

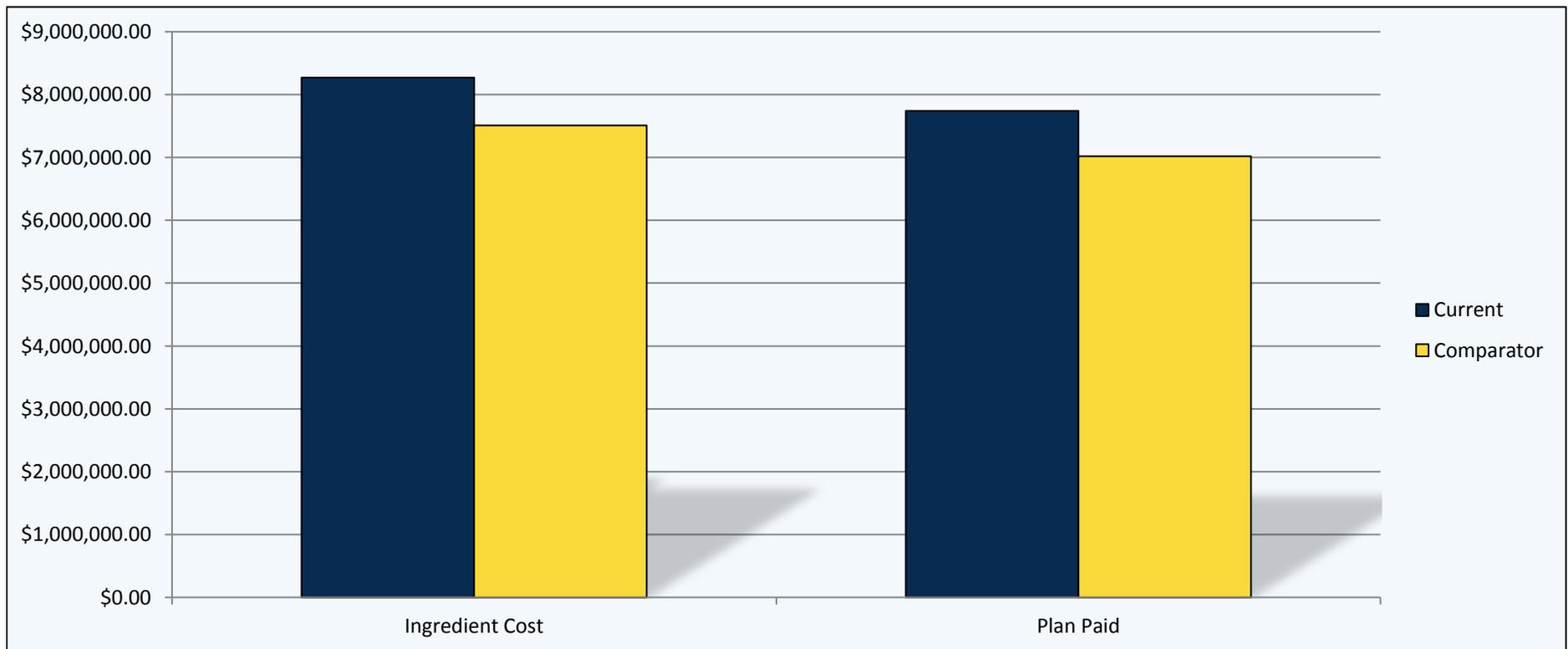


Performance



Performance Summary

Period	Date Range	Eligible Members	Rx Count	Ingredient Cost	Fill Fee	Total Cost	Member Paid	Plan Paid
Current	1/1/2014 - 12/31/2014	5,064	77,534	\$8,269,869.92	\$100,405.62	\$8,370,275.54	\$625,325.62	\$7,741,286.29
Comparator	1/1/2013 - 12/31/2013	5,094	76,539	\$7,510,175.63	\$107,758.79	\$7,617,934.42	\$598,483.99	\$7,017,157.67
Difference				10.12%	-6.82%	9.88%	4.48%	10.32%

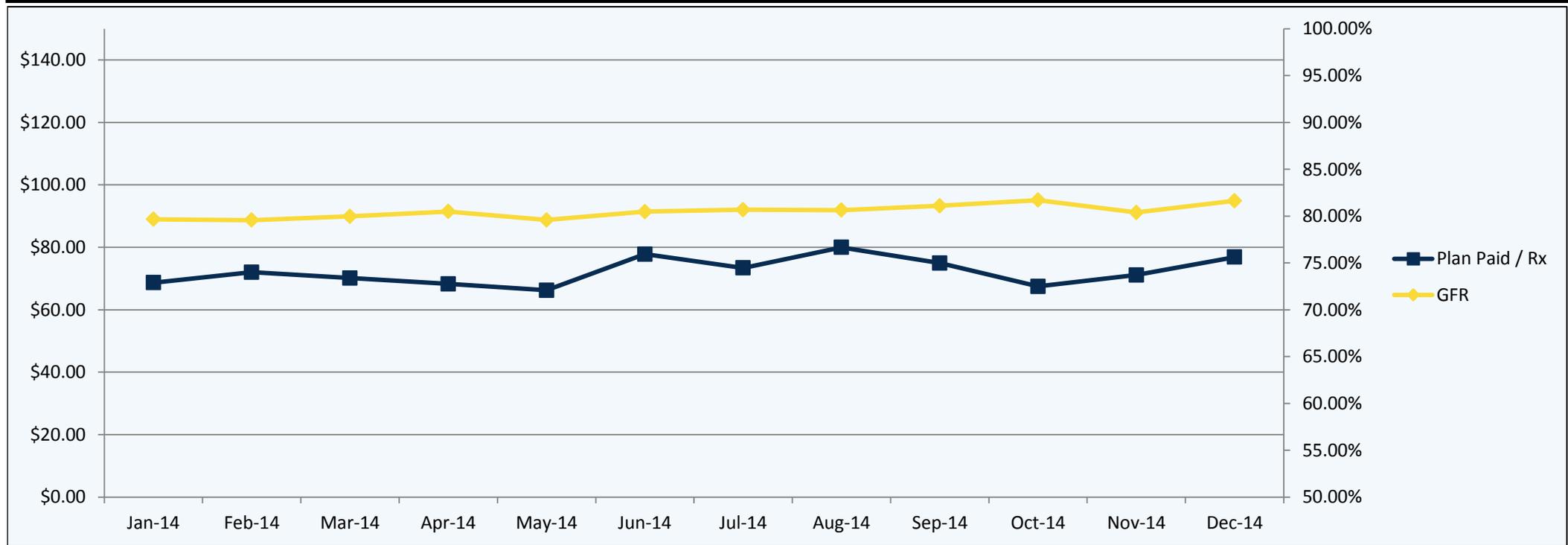


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Utilization Summary

****Normalized Data****

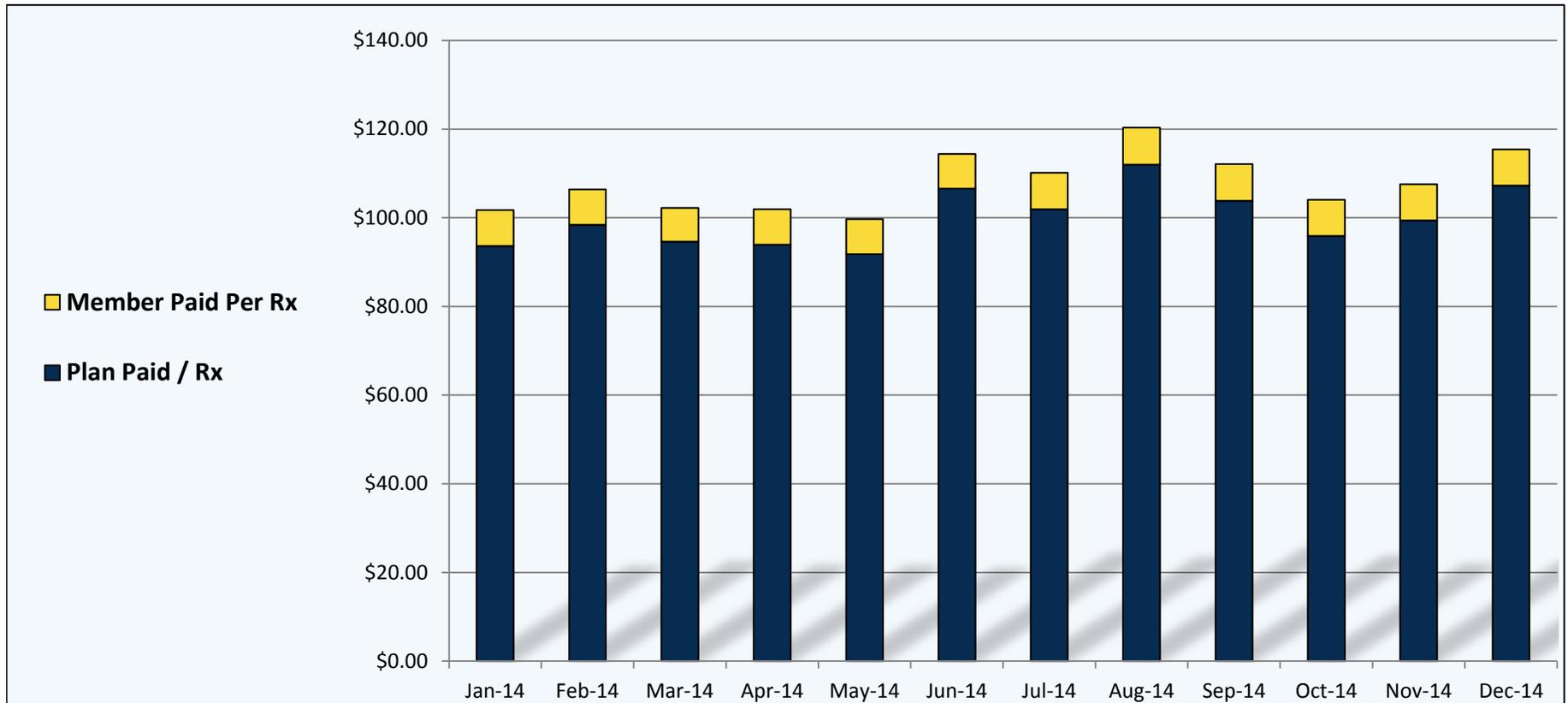
	Rxs PMPM	Plan Paid PMPM	% Generic Rxs	Plan Paid / Generic	% Brand Rxs	Plan Paid / Brand	% Formulary Rxs	Ingredient Cost / Rx	Fill Fee / Rx	Total Cost / Rx	Member Cost / Rx	Plan Cost / Rx
Current	1.76	\$127.40	80%	\$18.91	20%	\$292.24	95%	\$77.12	\$0.94	\$78.05	\$5.83	\$72.19
Comparator	1.71	\$114.79	78%	\$17.92	22%	\$245.70	94%	\$71.90	\$1.03	\$72.93	\$5.73	\$67.18
Difference	3.18%	9.90%	2.32%	5.19%	-9.42%	15.92%	1.18%	6.77%	-10.18%	6.56%	1.74%	6.94%
Similar Client Type	1.88	\$146.37	79%	\$25.56	21%	\$261.23	94%	\$82.76	\$0.75	\$83.51	\$5.66	\$77.77
ProAct BoB	1.45	\$110.31	81%	\$26.21	19%	\$267.96	94%	\$82.38	\$0.80	\$83.18	\$6.88	\$76.23



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Member Paid vs Plan Paid



	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
Member Paid Per Rx	\$8.07	\$7.98	\$7.62	\$7.98	\$7.92	\$7.80	\$8.27	\$8.34	\$8.29	\$8.22	\$8.15	\$8.17
Plan Paid / Rx	\$93.63	\$98.39	\$94.59	\$93.91	\$91.79	\$106.58	\$101.89	\$112.01	\$103.83	\$95.87	\$99.42	\$107.27
Member Pay % of Total	8%	7%	7%	8%	8%	7%	8%	7%	7%	8%	8%	7%
Similar Client Type Member Paid / Rx	\$9.48	\$8.98	\$8.75	\$8.46	\$8.75	\$8.66	\$8.54	\$9.28	\$8.46	\$8.32	\$7.25	\$8.58
Similar Client Type Member Pay %	8%	7%	7%	7%	7%	7%	7%	7%	6%	6%	6%	6%



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Summary by Month

Month	Eligible Members	Rx Count	Member Paid / Rx	Plan Paid	Plan Paid / Rx	% Generic	% Brand	% MS Brand	Plan Paid / Brand	Plan Paid / Generic	Plan Paid PMPM	Rx Count PMPM
Jan-13	5,150	6,265	\$8.25	\$527,603.50	\$84.21	77%	21%	2%	\$287.57	\$23.30	\$102.45	1.22
Feb-13	5,125	6,017	\$7.62	\$460,089.17	\$76.46	79%	19%	2%	\$284.00	\$21.16	\$89.77	1.17
Mar-13	5,114	6,218	\$7.49	\$554,473.82	\$89.17	79%	19%	2%	\$332.21	\$23.80	\$108.42	1.22
Apr-13	5,105	6,728	\$7.47	\$602,709.16	\$89.58	79%	20%	2%	\$333.50	\$22.81	\$118.06	1.32
May-13	5,077	6,665	\$7.66	\$575,423.79	\$86.34	78%	21%	2%	\$299.87	\$24.96	\$113.34	1.31
Jun-13	5,088	6,285	\$7.40	\$603,416.86	\$96.01	79%	19%	2%	\$362.82	\$24.67	\$118.60	1.24
Jul-13	5,094	6,556	\$7.85	\$584,577.17	\$89.17	78%	20%	2%	\$321.79	\$24.27	\$114.76	1.29
Aug-13	5,077	6,294	\$7.70	\$596,560.66	\$94.78	78%	20%	2%	\$340.24	\$26.04	\$117.50	1.24
Sep-13	5,076	6,152	\$8.02	\$567,588.04	\$92.26	78%	20%	2%	\$329.74	\$25.50	\$111.82	1.21
Oct-13	5,074	6,547	\$8.10	\$666,139.81	\$101.75	79%	20%	2%	\$379.97	\$25.59	\$131.28	1.29
Nov-13	5,075	6,128	\$8.11	\$565,136.49	\$92.22	79%	20%	2%	\$343.09	\$24.28	\$111.36	1.21
Dec-13	5,076	6,684	\$8.15	\$713,439.20	\$106.74	79%	19%	2%	\$405.52	\$27.00	\$140.55	1.32
Total:	5,094	76,539	\$7.82	\$7,017,157.67	\$91.68	78%	20%	2%	\$335.03	\$24.45	\$114.83	1.25

Month	Eligible Members	Rx Count	Member Paid / Rx	Plan Paid	Plan Paid / Rx	% Generic	% Brand	% MS Brand	Plan Paid / Brand	Plan Paid / Generic	Plan Paid PMPM	Rx Count PMPM
Jan-14	5,126	6,698	\$8.07	\$627,165.94	\$93.63	80%	19%	2%	\$353.21	\$26.95	\$122.35	1.31
Feb-14	5,115	6,078	\$7.98	\$598,006.96	\$98.39	80%	18%	2%	\$381.66	\$26.01	\$116.91	1.19
Mar-14	5,099	6,642	\$7.62	\$628,264.00	\$94.59	80%	18%	2%	\$371.50	\$25.13	\$123.21	1.30
Apr-14	5,097	6,644	\$7.98	\$623,966.29	\$93.91	80%	18%	2%	\$359.13	\$27.41	\$122.42	1.30
May-14	5,091	6,574	\$7.92	\$603,402.06	\$91.79	80%	18%	2%	\$350.12	\$26.76	\$118.52	1.29
Jun-14	5,056	6,358	\$7.80	\$677,608.87	\$106.58	80%	18%	2%	\$430.42	\$25.82	\$134.02	1.26
Jul-14	5,069	6,526	\$8.27	\$664,943.54	\$101.89	80%	18%	2%	\$408.43	\$25.93	\$131.18	1.29
Aug-14	5,054	6,235	\$8.34	\$698,367.32	\$112.01	80%	17%	2%	\$462.85	\$27.00	\$138.18	1.23
Sep-14	5,052	6,332	\$8.29	\$657,440.58	\$103.83	81%	17%	2%	\$419.62	\$28.54	\$130.13	1.25
Oct-14	4,976	6,667	\$8.22	\$639,134.19	\$95.87	81%	17%	2%	\$395.75	\$26.12	\$128.44	1.34
Nov-14	5,022	6,107	\$8.15	\$607,151.90	\$99.42	80%	18%	2%	\$397.38	\$25.42	\$120.90	1.22
Dec-14	5,009	6,673	\$8.17	\$715,834.64	\$107.27	81%	17%	2%	\$461.65	\$23.89	\$142.91	1.33
Total:	5,064	77,534	\$8.07	\$7,741,286.29	\$99.84	80%	18%	2%	\$399.31	\$26.25	\$127.43	1.28



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Analysis



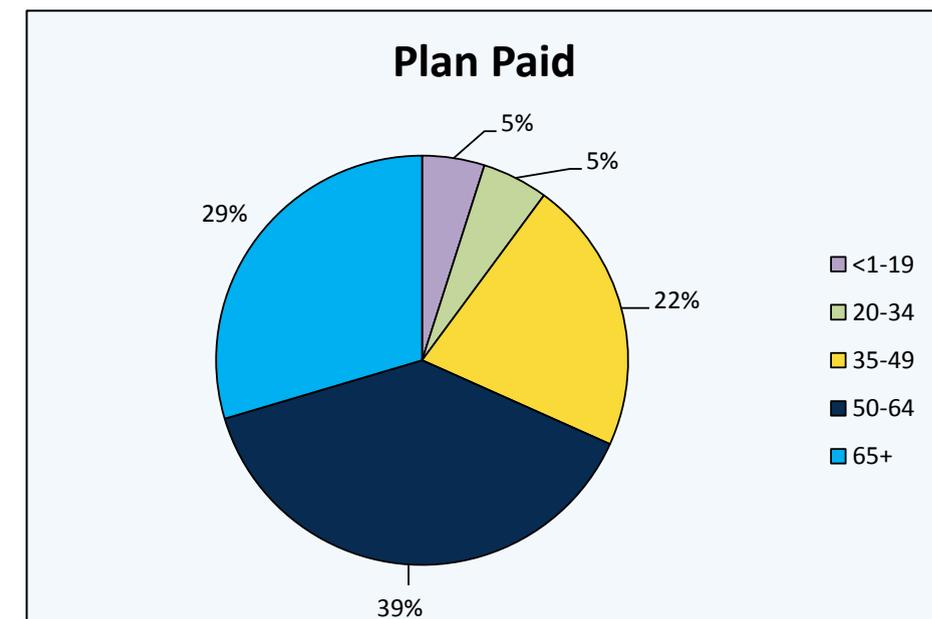
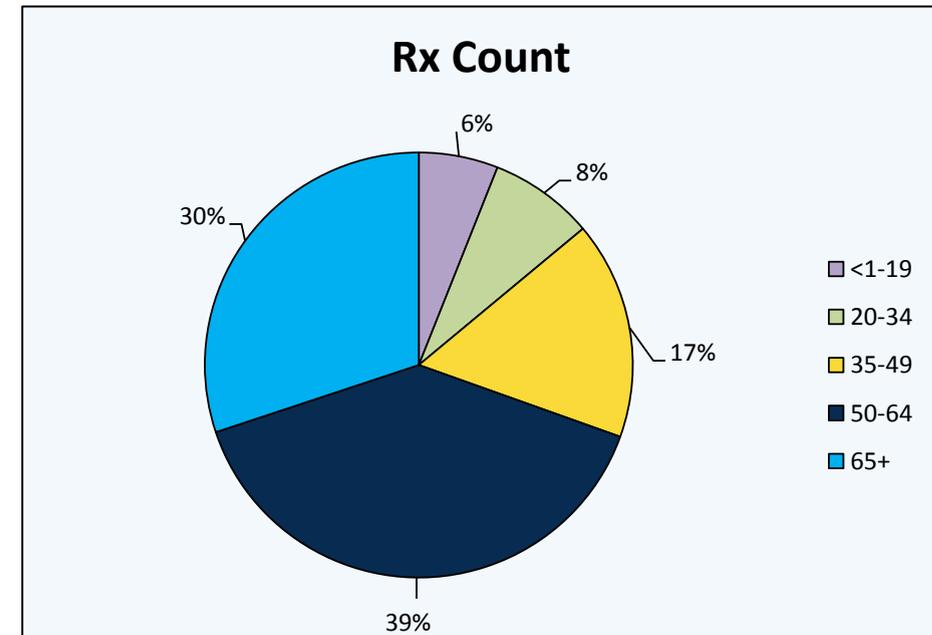
Pharmacy Eligible Members & Demographics

Contract Count	Eligible Members
2,284	5,064

Member Type:	Eligible Members	Rx Count
Cardholder:	2,286	46,852
Spouse:	1,225	22,703
Dependent:	1,553	7,979
Total	5,064	77,534

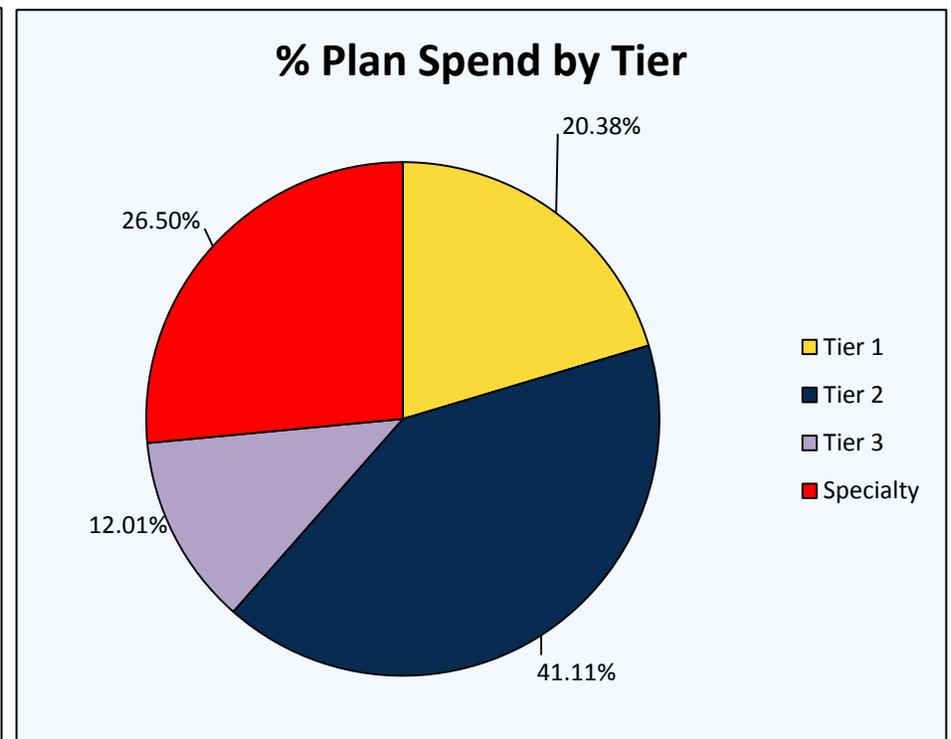
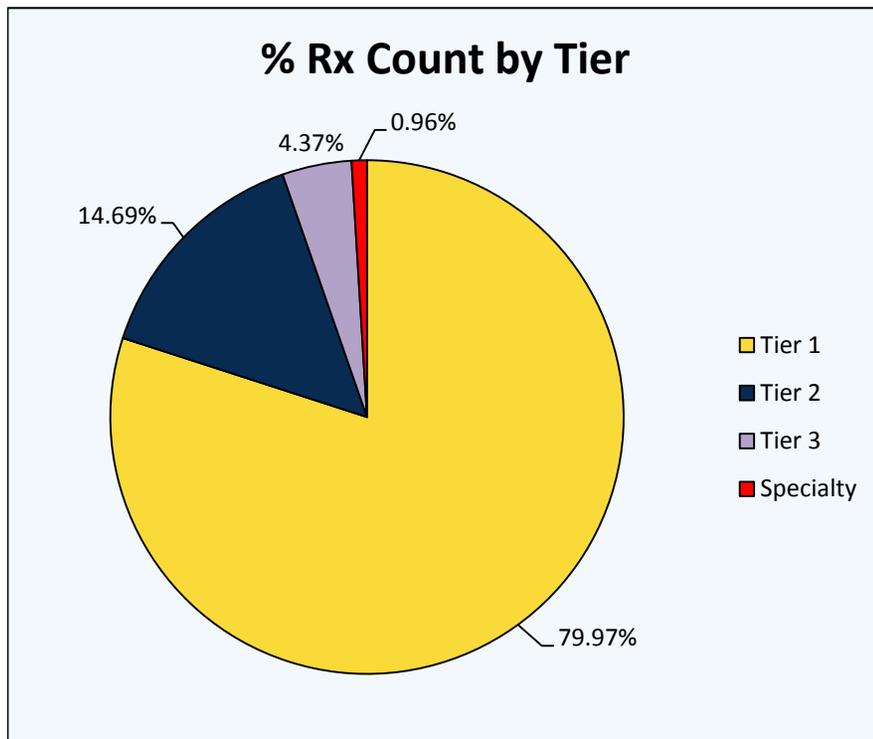
Demographic Information:	
% Male	49%
% Female	51%
Average Age - Cardholder	54
Average Age - Cardholder and Family	41

Age Group	Eligible Members	Plan Spend / Member	Similar Client Type Plan Spend Per Member
<1 - 19	1,051	\$30.04	\$35.93
20 - 34	893	\$37.42	\$52.61
35 - 49	1,003	\$139.27	\$133.25
50 - 64	1,417	\$176.04	\$216.64
65+	700	\$273.06	\$305.19



Drug Usage Analysis

	Generic - Tier 1	Preferred Brand - Tier 2	Non-Preferred Brand - Tier 3	Specialty
Rx Count	62,007	11,393	3,388	746
Plan Paid / Rx	\$25.45	\$279.31	\$274.36	\$2,750.06
Plan Paid	\$1,578,019.04	\$3,182,203.61	\$929,517.42	\$2,051,546.22
% Plan Spend	20.38%	41.11%	12.01%	26.50%



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Therapeutic Drug Category Analysis

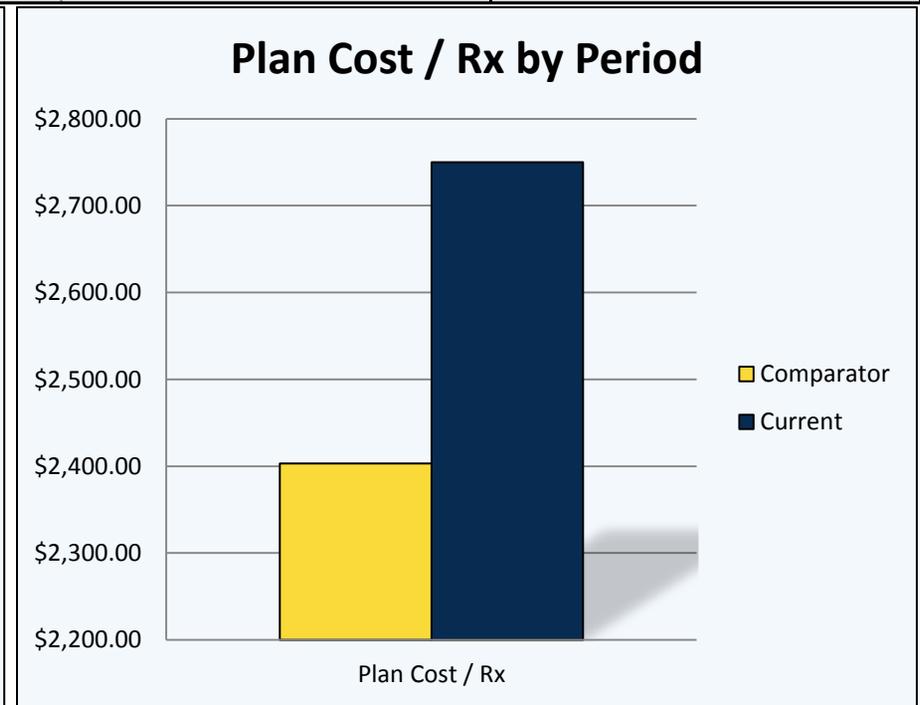
Category Name	Common Disease	Common Brand Medications	Common Generic Medications	Utilizing Members	Rx Count	Plan Paid	% Generic
Antidiabetic	High Blood Sugar	Actosplus Met, Actos, Avandamet, Avandia, Insulin Products, Januvia, Starlix	acarbose, glimepiride, glipizide, glipizide XL, glyburide, metformin, metformin ER, nateglinide	363	3,376	\$701,717.52	63.80%
Antiasthmatic	Asthma	Accolate, Duoneb, Foradil, Singulair, Spirivia, Symbicort, Theo-24, Ventolin	albuterol, albuterol/ipratropium, aminophylline, theophylline, budesonide	772	3,601	\$555,359.80	33.55%
Antihyperlipidemic	High Cholesterol	Advicor, Antara, Colestid, Crestor, Fenofibric Acid, Fibricor, Lescol/XL, Lipitor, Lovaza, Tricor, Vytorin, Welchol, Zetia	atorvastatin, cholestyramine, colestipol, fenofibrate, gemfibrozil, lovastatin, pravastatin, simvastatin	806	4,671	\$421,148.72	78.81%
Ulcer Drugs	Ulcer Drugs	Aciphex, Helidac, Dexilant, Nexium, Prevacid, PrevPac, Protonix, Prilosec, Zegerid	amoxicillin/clarithromycin/lansoprazole, cimetidine, lansoprazole, omeprazole, ranitidine, sucralfate	791	4,050	\$405,142.42	78.81%
Analgesics- Narcotic	Pain - Narcotic	Avinza, Embeda, Kadian, Opana, OxyContin, Vicodin	fentanyl, hydrocodone, hydromorphone, meperidine, methadone, morphine, oxycodone	981	3,366	\$255,850.99	86.78%
Antidepressants	Depression	Celexa, Cymbalta, Effexor, Lexapro, Paxil, Pristiq, Prozac, Sarafem, Wellbutrin, Zoloft	bupropion, citalopram, fluoxetine, mirtazapine, paroxetine, sertraline, venlafaxine	910	5,973	\$233,805.78	97.46%
Anticonvulsant	Seizures	Carbatrol, Depakene, Gabitril, Keppra, Lamictal, Lyrica, Neurontin, Tegretol, Topamax, Trileptal	carbamazepine, divalproex, gabapentin, lamotrigine, levetiracetam, phenobarbitol, topiramate	346	2,270	\$230,658.33	81.81%
Dermatological	Topical Agents	Benzaclin Care Kit/gel, Differin, Duac, Elocon, Lidex, Loprox Gel/Shampoo, Metrogel,	ammonium lactate, betamethasone, hydrocortisone, triamcinolone acetone	910	1,896	\$226,340.82	87.24%
Stimulants/Anti-Obesity/Anorex	Stimulants	Adderall XR, Concerta, Daytrena, Focalin, Metadate CD/ER, Nuvigil, Provigil, Ritalin/LA/SR	amphetamine/dextroamphetamine, methylphenidate ER/SR	135	947	\$179,179.77	79.41%
Misc. Cardiovascular	Erectile dysfunction, Pulmonary Hypertension, vaso	Cialis, Letairis, Levitra, Tracleer, Viagra	Largely brand dominated category	200	908	\$166,195.48	5.51%



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Specialty Drug Summary

	Comparator Period 1/1/2013 - 12/31/2013	Current Period 1/1/2014 - 12/31/2014	% Difference
Utilizing Members	72	80	11.11%
Rx Count	695	746	7.34%
Ingredient Cost	\$1,680,095.41	\$2,064,530.79	22.88%
Member Cost	\$9,863.00	\$12,778.00	29.55%
Plan Cost	\$1,670,198.70	\$2,051,546.22	22.83%
Plan Cost / Specialty Rx	\$2,403.16	\$2,750.06	14.44%
Plan Cost / Specialty Utilizer	\$23,197.20	\$25,644.33	10.55%
% of Total Rx Count	1%	1%	-
% of Total Plan Cost	24%	27%	-
% Member Share	1%	1%	-



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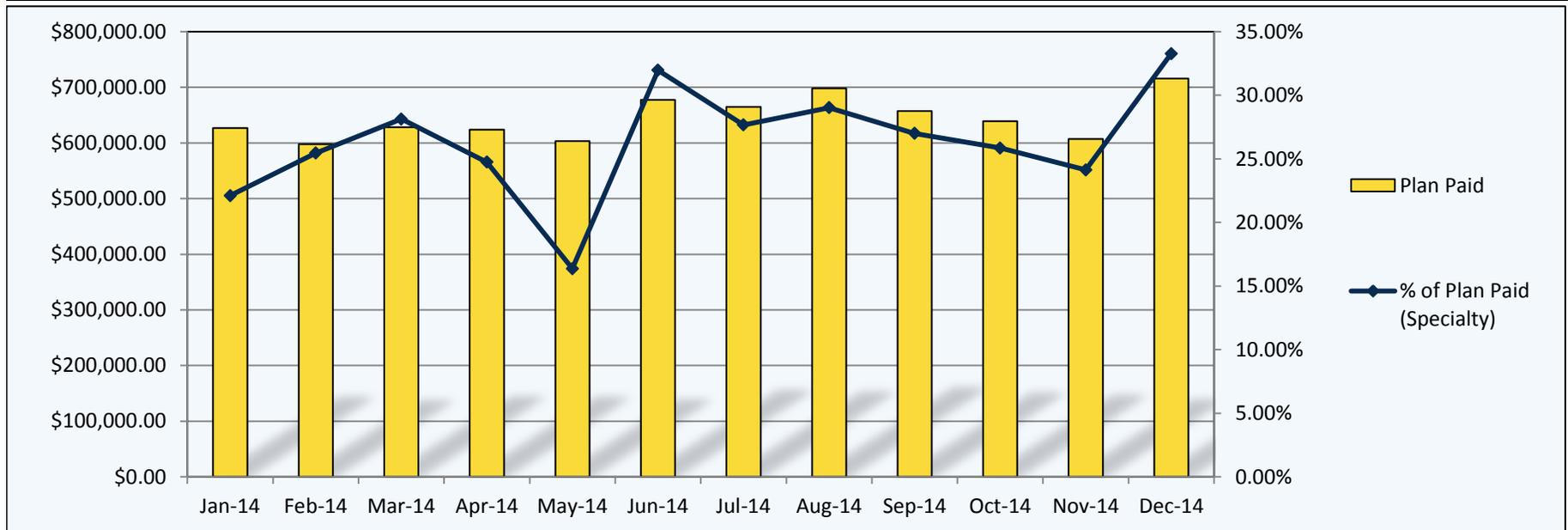
Top Specialty Drugs

Top Specialty Drugs

Drug Name	Drug Class	Utilizing Members	Rx Count	Total Cost	Member Cost	Plan Cost
Humira Pen	Systemic Inflammatory Conditions	12	59	\$190,783.38	\$958.00	\$189,825.38
Rebif	Multiple Sclerosis	3	36	\$178,938.99	\$600.00	\$178,338.99
Enbrel Srclk	Systemic Inflammatory Conditions	10	57	\$156,083.14	\$895.00	\$155,188.14
Copaxone	Multiple Sclerosis	3	29	\$154,379.14	\$640.00	\$153,739.14
Acthar Hp	Inflammation, Systemic (Acthar)	1	2	\$125,997.98	\$70.00	\$125,927.98

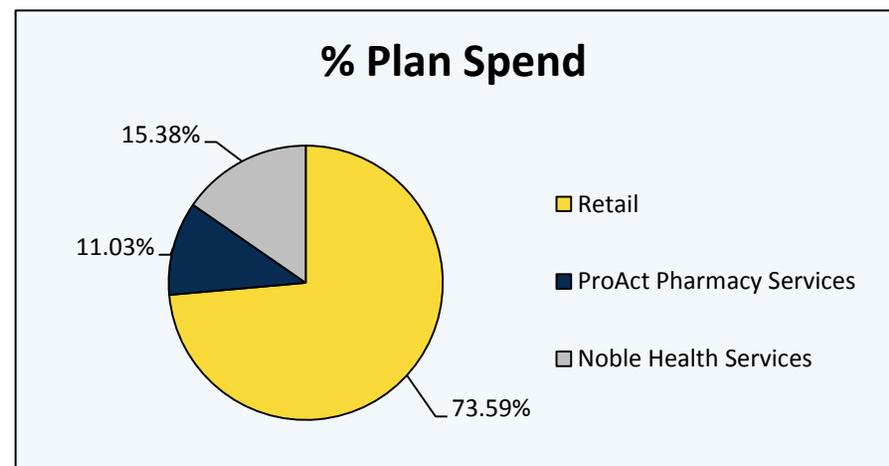
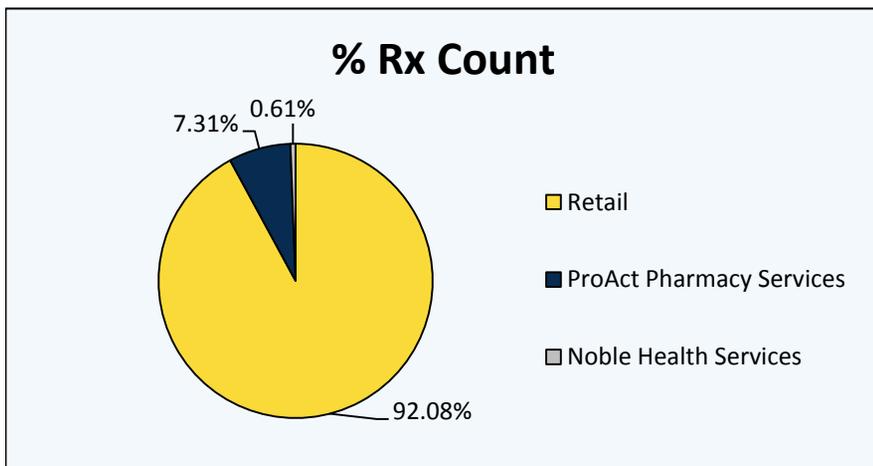
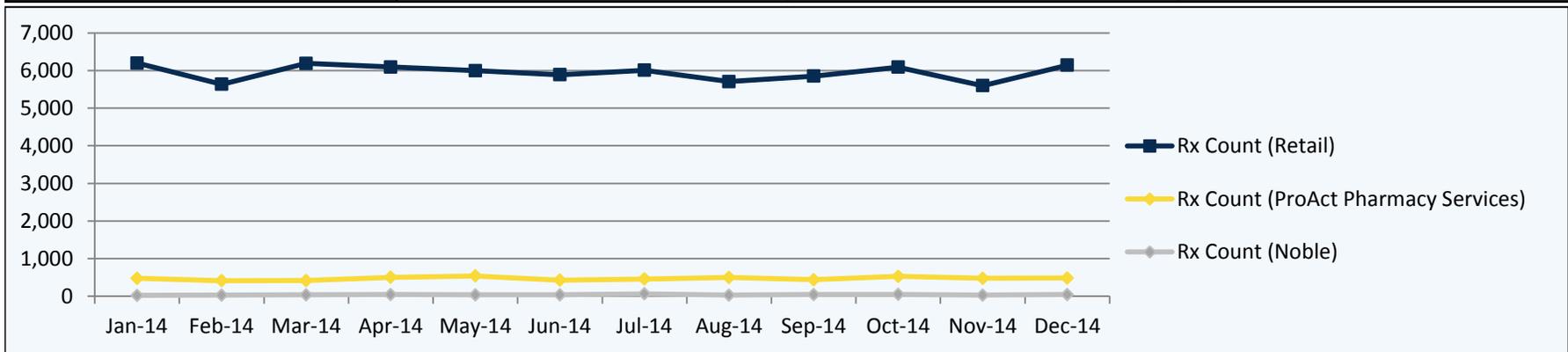
Top Specialty Classes

4 Digit GPI	Drug Class	Utilizing Members	Rx Count	Total Cost	Member Cost	Plan Cost
6240	Multiple Sclerosis	9	107	\$536,586.00	\$2,615.00	\$533,971.00
6627	Systemic Inflammatory Conditions	17	103	\$337,440.31	\$1,716.00	\$335,724.31
6629	Systemic Inflammatory Conditions	14	102	\$276,119.34	\$1,640.00	\$274,479.34
3030	Inflammation, Systemic (Acthar)	1	3	\$188,996.97	\$90.00	\$188,906.97
1235	Hepatitis	2	17	\$101,602.81	\$120.00	\$101,482.81



Drug Fill Location Analysis

	Retail	ProAct Pharmacy Services	Noble Health Services
Utilizing Members	4,032	511	51
Rx Count	71,393	5,667	474
Ingredient Cost	\$6,126,169.64	\$944,995.06	\$1,198,705.22
Fill Fee	\$99,894.42	\$0.00	\$505.30
Member Paid	\$525,685.00	\$90,801.42	\$8,839.20
Plan Paid	\$5,696,721.33	\$854,193.64	\$1,190,371.32



Patent Expiration List

Drug Name	Generic Name	Estimated Expiration Date	Rx Count	Member Cost	Plan Cost	Total Cost
Lovaza	Omega-3 Acid Etylesters	4/16/2014	89	\$2,374.00	\$29,509.30	\$31,883.30
Renvela	Sevelamer Carbonate	4/30/2014	9	\$316.00	\$11,984.19	\$12,300.19
Micardis	Telmisartan	9/30/2014	7	\$385.00	\$1,477.76	\$1,862.76
Lescol XI	Fluvastatine	12/31/2014	4	\$20.00	\$2,225.52	\$2,245.52
Intuniv	Guanfacine	12/31/2014	21	\$425.00	\$6,527.97	\$6,952.97
Celebrex	Celecoxib	12/31/2014	203	\$6,723.80	\$62,493.90	\$69,217.70
Welchol	Colesevelam	3/2/2015	39	\$420.00	\$17,237.11	\$17,657.11
Abilify	Aripiprazole	4/30/2015	112	\$2,080.00	\$102,096.12	\$104,176.12
Avodart	Dutasteride	12/1/2015	23	\$354.00	\$6,650.37	\$7,004.37
Patanol	Olopatadine	12/6/2015	36	\$695.00	\$7,740.85	\$8,435.85
Enablex	Darifenacin	3/15/2016	20	\$620.00	\$5,335.46	\$5,955.46
Crestor	Rosuvastatin	5/2/2016	509	\$11,219.75	\$151,620.69	\$162,840.44
Nuvigil	Armodafinil	6/1/2016	50	\$1,675.00	\$25,734.13	\$27,409.13
Serevent Dis	Salmeterol	9/1/2016	14	\$295.00	\$3,915.31	\$4,210.31
Benicar	Olmesartan	10/25/2016	103	\$2,505.18	\$16,645.94	\$19,151.12



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ProAct's Savings Opportunities

Current Savings Measures:

Network Discount Savings -

\$7,124,798.68

Therapeutic Alternative Program Savings -

\$24,521.08

ProAct Value Network

ProAct's National network has over 66k pharmacies, by narrowing this to just over 36k pharmacies you can provide your members with access to a nationwide network while enhancing pricing discounts on everyday medications. ProAct's Value Network provides and average savings of 1-2%.

Enhanced Clinical Management

- ✓ **Prior Authorization**
 - Ensures that medications are being used appropriately with each member's diagnosis.
 - Average savings of \$2.04 PMPM.
- ✓ **Step Therapy**
 - Ensures that lower cost therapies are tried prior to the use of higher cost medications.
 - Average savings of \$.41 PMPM.
- ✓ **Quantity Limits**
 - Reduces costs while ensuring safe and appropriate dosing of medications.
 - Average Savings of \$1.81PMPM.
- ✓ **If all three programs are selected, ProAct's Enhanced Clinical Management Program offers \$4.26 PMPM average savings with an associated 20% average increase in rebate income.**



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Ranking Reports



Top 25 Drugs by Cost

Drug Name	Drug Class	Brand / Generic	Specialty Indicator	Rank	Rx Count	Member Cost	Plan Cost	% of Total Plan Cost
Nexium	Ulcer Drugs	Brand	N	1	685	\$12,231.00	\$269,194.41	3.48%
Lantus	Antidiabetic	Brand	N	2	384	\$7,020.79	\$243,065.98	3.14%
Humira Pen	Analgesics- Anti-Inflammatory	Brand	Y	3	59	\$958.00	\$189,825.38	2.45%
Rebif	Misc. Psychotherapeutic And Neu	Brand	Y	4	36	\$600.00	\$178,338.99	2.30%
Enbrel Srclk	Analgesics- Anti-Inflammatory	Brand	Y	5	57	\$895.00	\$155,188.14	2.00%
Copaxone	Misc. Psychotherapeutic And Neu	Brand	Y	6	29	\$640.00	\$153,739.14	1.99%
Crestor	Antihyperlipidemic	Brand	N	7	509	\$11,219.75	\$151,620.69	1.96%
Advair Disku	Antiasthmatic	Brand	N	8	399	\$7,130.00	\$151,132.03	1.95%
Acthar Hp	Misc. Endocrine	Brand	Y	9	2	\$70.00	\$125,927.98	1.63%
Enbrel	Analgesics- Anti-Inflammatory	Brand	Y	10	45	\$745.00	\$119,291.20	1.54%
Oxycontin	Analgesics- Narcotic	Brand	N	11	273	\$4,435.00	\$111,825.32	1.44%
Spiriva	Antiasthmatic	Brand	N	12	291	\$4,735.00	\$102,971.42	1.33%
Abilify	Antipsychotics	Brand	N	13	112	\$2,080.00	\$102,096.12	1.32%
Duloxetine	Antidepressants	Generic	N	14	508	\$3,412.34	\$95,711.41	1.24%
Gilenya	Misc. Psychotherapeutic And Neu	Brand	Y	15	18	\$690.00	\$88,761.56	1.15%
Sovaldi	Antiviral	Brand	Y	16	3	\$75.00	\$88,129.50	1.14%
Cialis	Misc. Cardiovascular	Brand	N	17	453	\$7,819.63	\$83,235.80	1.08%
Lyrica	Anticonvulsant	Brand	N	18	236	\$3,411.00	\$81,630.10	1.05%
Erivedge	Antineoplastics	Brand	Y	19	9	\$90.00	\$77,589.03	1.00%
Humira	Analgesics- Anti-Inflammatory	Brand	Y	20	21	\$310.00	\$75,528.17	0.98%
Stelara	Dermatological	Brand	Y	21	5	\$165.00	\$75,167.80	0.97%
Novolog	Antidiabetic	Brand	N	22	116	\$2,023.00	\$73,726.40	0.95%
Januvia	Antidiabetic	Brand	N	23	152	\$3,170.00	\$72,464.72	0.94%
Zytiga	Antineoplastics	Brand	Y	24	10	\$330.00	\$72,314.55	0.93%
Simponi	Analgesics- Anti-Inflammatory	Brand	Y	25	23	\$448.00	\$70,370.76	0.91%



Top 25 Drugs by Rx Count

Drug Name	Drug Class	Brand / Generic	Specialty Indicator	Rank	Rx Count	Member Cost	Plan Cost	% of Total Plan Cost
Levothyroxin	Thyroid	Generic	N	1	2,267	\$14,983.62	\$20,521.83	0.27%
Omeprazole	Ulcer Drugs	Generic	N	2	1,811	\$10,840.78	\$34,160.89	0.44%
Lisinopril	Antihypertensive - Acei/Arbs	Generic	N	3	1,785	\$7,740.78	\$4,296.13	0.06%
Atorvastatin	Antihyperlipidemic	Generic	N	4	1,573	\$8,662.24	\$34,249.20	0.44%
Amlodipine	Antihypertension - Calcium Blockers	Generic	N	5	1,528	\$6,287.71	\$5,550.59	0.07%
Metformin	Antidiabetic	Generic	N	6	1,292	\$6,621.04	\$8,391.49	0.11%
Hydrochlorot	Diuretics	Generic	N	7	1,078	\$3,438.74	\$1,126.57	0.01%
Simvastatin	Antihyperlipidemic	Generic	N	8	1,075	\$5,965.79	\$14,975.79	0.19%
Metoprolol	Antihypertensive - Beta Blocker	Generic	N	9	950	\$6,210.64	\$21,502.38	0.28%
Montelukast	Antiasthmatic	Generic	N	10	907	\$5,982.93	\$26,255.73	0.34%
Hydroco/Apap	Analgesics- Narcotic	Generic	N	11	901	\$3,998.54	\$8,389.10	0.11%
Prednisone	Corticosteroids	Generic	N	12	882	\$3,454.93	\$1,910.87	0.02%
Sertraline	Antidepressants	Generic	N	13	831	\$4,091.76	\$6,951.88	0.09%
Amoxicillin	Penicillins	Generic	N	14	823	\$2,832.45	\$909.32	0.01%
Escitalopram	Antidepressants	Generic	N	15	802	\$4,336.89	\$11,850.07	0.15%
Losartan Pot	Antihypertensive - Acei/Arbs	Generic	N	16	754	\$4,022.07	\$5,179.20	0.07%
Atenolol	Antihypertensive - Beta Blocker	Generic	N	17	736	\$2,478.22	\$1,395.46	0.02%
Gabapentin	Anticonvulsant	Generic	N	18	726	\$3,547.60	\$12,164.93	0.16%
Azithromycin	Macrolide Antibiotics	Generic	N	19	709	\$3,347.27	\$3,508.60	0.05%
Nexium	Ulcer Drugs	Brand	N	20	685	\$12,231.00	\$269,194.41	3.48%
Oxycod/Apap	Analgesics- Narcotic	Generic	N	21	658	\$2,876.88	\$8,420.11	0.11%
Fluticasone	Systemic And Topical Nasal Pro	Generic	N	22	656	\$3,731.26	\$7,518.89	0.10%
Metoprol Tar	Antihypertensive - Beta Blocker	Generic	N	23	599	\$2,500.92	\$1,632.69	0.02%
Citalopram	Antidepressants	Generic	N	24	580	\$2,603.83	\$2,992.29	0.04%
Alprazolam	Antianxiety Agents	Generic	N	25	548	\$1,925.01	\$915.53	0.01%



Top 25 Members by Plan Paid

Member ID	Rank	Rx Count	Specialty Rx Count	% Generic	% Mail Order	Plan Paid	Copay	Total Cost	% of Total Plan Cost
20109853401	1	18	3	83%	0%	\$188,948.03	\$154.57	\$189,102.60	2%
20127912800	2	7	6	57%	0%	\$91,606.74	\$94.12	\$91,700.86	1%
20109861300	3	96	12	42%	0%	\$88,411.40	\$2,142.76	\$90,554.16	1%
20125991801	4	24	9	58%	0%	\$77,688.54	\$127.84	\$77,816.38	1%
20108071100	5	65	10	85%	0%	\$72,981.04	\$619.00	\$73,600.04	1%
20107888600	6	150	4	76%	0%	\$72,746.02	\$1,231.58	\$73,977.60	1%
20111700301	7	85	12	64%	0%	\$70,398.47	\$1,090.69	\$71,489.16	1%
20108005001	8	26	14	46%	0%	\$69,205.73	\$336.46	\$69,542.19	1%
20111670000	9	23	12	13%	0%	\$64,553.96	\$431.45	\$64,985.41	1%
20109887900	10	39	12	56%	0%	\$60,291.48	\$568.85	\$60,860.33	1%
20128942901	11	47	12	74%	0%	\$60,007.95	\$706.61	\$60,714.56	1%
20107903500	12	14	12	7%	0%	\$59,438.99	\$310.00	\$59,748.99	1%
20107952800	13	37	13	59%	0%	\$58,557.96	\$561.29	\$59,119.25	1%
20130170300	14	57	11	81%	0%	\$55,537.63	\$651.86	\$56,189.49	1%
20111674800	15	128	12	66%	0%	\$53,674.82	\$1,528.17	\$55,202.99	1%
20111731700	16	21	10	48%	0%	\$50,010.48	\$75.00	\$50,085.48	1%
20111722703	17	41	11	59%	0%	\$46,802.12	\$133.00	\$46,935.12	1%
20107804700	18	82	8	72%	4%	\$46,132.47	\$892.25	\$47,024.72	1%
20111713801	19	57	9	58%	12%	\$44,136.73	\$186.00	\$44,322.73	1%
20157747101	20	107	0	80%	0%	\$42,718.47	\$862.09	\$43,580.56	1%
20111670001	21	26	11	50%	4%	\$41,658.83	\$338.97	\$41,997.80	1%
20129702501	22	52	14	73%	0%	\$41,543.67	\$825.72	\$42,369.39	1%
20111735102	23	129	0	64%	0%	\$39,133.53	\$395.33	\$39,528.86	1%
20111626600	24	86	11	63%	9%	\$37,885.97	\$890.80	\$38,776.77	0%
20111618101	25	28	13	54%	0%	\$37,602.41	\$159.70	\$37,762.11	0%



Top 25 Pharmacies by Plan Paid

NABP	Pharmacy Name	Pharmacy Address	Rank	Rx Count	Member Cost	Plan Cost	Total Cost
5806457	Noble Health Services Inc.	Syracuse, NY	1	474	\$8,839.20	\$1,190,371.32	\$1,199,210.52
3335468	Proact Pharmacy Services Inc.	Gouverneur, NY	2	5,667	\$90,801.42	\$854,193.64	\$944,995.06
3391137	Wegmans Pharmacy 071	Ithaca, NY	3	8,063	\$60,762.11	\$692,817.28	\$753,779.39
3328033	Rite Aid Pharmacy 04716	Ithaca, NY	4	6,491	\$36,222.19	\$538,969.54	\$575,223.57
3326964	Target Pharmacy	Ithaca, NY	5	2,913	\$24,418.39	\$286,439.72	\$310,885.00
3339036	Kinney Drugs	Trumansburg, NY	6	4,462	\$30,221.19	\$281,185.93	\$311,407.12
3392482	Rite Aid Pharmacy 10740	Dryden, NY	7	3,259	\$23,527.13	\$268,437.19	\$291,964.32
3349253	Kinney Drugs	Dryden, NY	8	3,207	\$23,756.10	\$265,663.32	\$289,419.42
3349291	Kinney Drugs	Ithaca, NY	9	3,682	\$23,726.04	\$245,536.91	\$269,262.95
0556540	Optumrx	Carlsbad, CA	10	15	\$450.00	\$191,965.41	\$192,415.41
3317927	Cvs Pharmacy	Ithaca, NY	11	2,909	\$20,380.41	\$190,896.33	\$211,276.74
3352969	Walgreens #10158	Cortland, NY	12	1,728	\$14,670.45	\$163,665.33	\$178,335.78
3328742	Rite Aid Pharmacy 10738	Cortland, NY	13	2,784	\$22,756.33	\$153,522.22	\$176,376.13
3316204	Rite Aid Pharmacy 00704	Ithaca, NY	14	1,846	\$11,939.81	\$122,331.48	\$134,271.29
3380918	Kinney Drugs	Cortland, NY	15	2,239	\$20,803.12	\$120,254.72	\$141,057.84
3333236	Rite Aid Pharmacy 10882	Ithaca, NY	16	2,439	\$17,752.80	\$109,479.49	\$127,232.29
1718634	Optumrx	Overland Park, KS	17	9	\$250.00	\$102,070.87	\$102,320.87
3319212	Kinney Drugs	Cortland, NY	18	1,384	\$16,093.64	\$100,609.72	\$116,703.36
1078535	Bioplus Specialty Pharmacy Services	Altamonte Springs, FL	19	6	\$90.00	\$91,606.74	\$91,696.74
3364368	Rite Aid Pharmacy 10739	Cortland, NY	20	2,200	\$17,885.55	\$78,889.00	\$98,942.41
3363532	Kinney Drugs	Ithaca, NY	21	1,264	\$10,165.96	\$77,154.19	\$87,320.15
3341031	Wal-Mart Pharmacy 10-5240	Ithaca, NY	22	1,091	\$7,203.89	\$74,214.09	\$81,417.98
5804047	Green Street Pharmacy	Ithaca, NY	23	851	\$7,148.47	\$72,878.33	\$80,026.80
1013438	Acs Pharmacy	Orlando, FL	24	10	\$330.00	\$72,314.55	\$72,644.55
3340736	Kinney Drugs	Moravia, NY	25	904	\$6,092.72	\$66,322.20	\$72,414.92



Glossary

✓ Comparators

- **BOB** - Book of Business, ProAct's entire client population
- **Similar Client** - Clients within ProAct's Book of Business from within a similar industry or client type

✓ Financial

- **Ingredient Cost** - Drug cost paid to dispensing pharmacies (excludes other fees)
- **Fill Fee** - Dispensing fee paid to dispensing pharmacies
- **Total Cost** - Ingredient cost and Fill fee combined
- **Member Paid** - Member copayment at time of service
- **Plan Paid** - Plan responsibility for prescriptions filled after copayment

✓ Patient

- **Eligible Members** - Total participants including spouses and dependent covered by the plan
- **Utilizing Members** - Number of members filling a prescription during the reporting time period

✓ Prescription

- **Brand** - A prescription drug that has been patented and is only available through one manufacturer
- **Generic** - A drug which is the pharmaceutical equivalent to one or more brand name drugs. Such drugs have been approved by the Food and drug Administration as meeting the same standards for safety, purity, strength, and effectiveness as the brand name drug.
- **Specialty** - Medications used to treat complex conditions that require special handling and/or special monitoring. These medications are often biology-based and mimic substances found in the body to produce their effects. These medications are typically high cost and may only be available from a limited number of specialty pharmacies
- **Normalized Data** - Per Member Per Month
- **Formulary Rx Percentage** - Percentage of total prescriptions that were filled as generic or preferred brand products compared to ProAct's national formulary

